PM USA
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To: Mr. Ken Sass

Date: September 20, 1985

From: Glen Wren

Subject: Marketing Graphics - C-Store Signage

Flash Foods, Alma, GA is a 75 store convenience chain. They have wall signage on 38 of their stores and want signage on the 37 other stores, but have been told by Marketing Graphics that no additional stores are authorized.

Apparently, Marketing Graphics is telling accounts that if they want signage, the account needs to talk to us. Our Managers, of course, can't help. This is affecting our rapport with accounts such as Flash Foods.

An opportunity is becoming open for one of our major competitors to gain exposure and rapport at our expense.

Glen Wren

cd

cc: R. D. Eaton
File

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